

SCORE – SERVICE CORP OF RETIRED EXECUTIVES

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2004 SCORE WORKSHOPS – January, February, March

COURSE 1 – A Half-Day SATURDAY Workshop

Should I go Into Business? – *Making A Decision*

Saturday, February 7 Saturday, March 27

See Reverse Side for Location information

Registration from 8:00 AM to 8:30 AM

Workshop from 830 AM to 12:Noon

- * What business are you looking at starting.
- * Your business's location,
- * Managing and operating your business,
- * Marketing & sales
- * Fundamentals of financing

Cost: \$ 30 Pre-Registered, 1st person from family/business

\$ 40 At-the-door, 1st person from family/business

\$ 30 Each additional person

COURSE 2 – A Full-Day THURSDAY Workshop Sponsored by PGE

The Basics of Business – *What It Takes To Be Successful In Business*

Thursday, January 15 Thursday, March 4,

See Reverse Side for Location information

Registration from 8:00 AM to 8:30 AM

Workshop from 8:30 AM to 4:30 PM

Cost \$ 55 Pre-Registered, 1st person from family/ business

\$ 65 At-the-door, 1st person from family/business

\$ 50 Each additional person

- * Records: Easy-to-use record keeping that keeps you in control
- * Marketing & Selling – Who sells what to whom and how.
- * Insuring Your Business
- * Business Assistance – Where to get help
- * Management – People and resources
- * Sources of Money – Where to find it and how
- * Legal Structure – Types of legal structure to consider
- * Introduction to Developing a Business Plan

COURSE 3 – A Full-Day THURSDAY Workshop Sponsored by PGE

The Nuts & Bolts of How To Do A Business Plan

For those who are ready to start their business plan or who are in business but need to build

Thursday, January 29 Thursday, March 18

See Reverse Side for Location Information

Registration from 8:00 AM to 8:30 AM

Workshop from 8:30 AM to 4:30 PM

Cost \$ 55 Pre-Registered, 1st person from family/ business

\$ 65 At-the-door, 1st person from family/business

\$ 50 Each additional person

- * The Need For Planning
- * Elements of a Business plan
- * Financial Planning
- * Organizational Strategies
- * Managerial Strategies
- * How your Marketing Plan fits into Your Business Plan

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REGISTRATION FORM: Please enter the date and applicable fees for the workshop you will be attending

Course #1 __/__/__ Workshop

Course #2 __/__/__ Workshop

Course #3 __/__/__ Workshop

Name _____

First Person Fee \$ _____

Add'l.Name(s) _____

Additional Person(s) \$ _____

Address _____

TOTAL \$ _____

City/State/Zip Code _____

Phone # Day _____ Evening _____

Please give us all the information on the reverse side of this form

